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**1994/03/00**

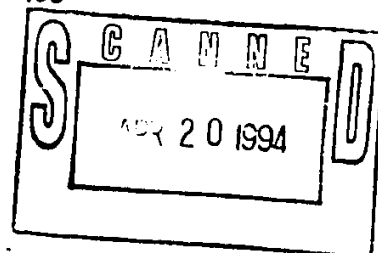


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S/S 9407543  
United States Department of State

Washington, D. C. 20520

26 1994



**BRIEFING MEMORANDUM**  
S/S

TO: The Secretary  
FROM: EAP - Winston Lord  
SUBJECT: Your Meeting in Beijing with U.S. Businessmen

**I. OBJECTIVE**

1. Emphasize that the Administration has put economic and commercial security at the heart of American foreign policy.
2. Clarify the importance of progress on human rights.
3. Stress the importance of a united government-business position in talking with the Chinese.

**II. APPROACH**

We desire to make clear to this group our policy of engagement with China and our current thinking on MFN, including the necessity for continued progress on human rights if China is to retain MFN access to American markets. We wish to enlist their support to make these same points with their Chinese counterparts. Finally, we want to make clear the value the Administration attaches to maintaining close dialogue with the business community. You will also have the opportunity to hear business views on political and economic developments in China, Sino-American relations, and U.S. policy.

**III. PARTICIPANTS**

The Secretary  
Ambassador Roy  
TBD (No foreign participants)

Attachment:

Tab - Talking Points

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